

Message Text

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PAGE 01 LUSAKA 03287 091342Z

70

ACTION AF-08

INFO OCT-01 ISO-00 COME-00 EB-07 /016 W

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R 091318Z DEC 76

FM AMEMBASSY LUSAKA

TO SECSTATE WASHDC 4596

LIMITED OFFICIAL USE LUSAKA 3287

E.O. 11652: N/A

TAGS: BPRO, EAID, ZA US

SUBJ: ZAMBIAN REQUEST FOR VISIT BY CATERPILLAR TRACTOR REPS

REF: STATE 298710

1. GRZ INFORMED EMBASSY BY LETTER DATED NOVEMBER 23 THAT IT HAD MADE CHANGE IN COMMODITIES TO BE PURCHASED UNDER TERMS OF \$20 MILLION PROGRAM LOAN. MAJOR CHANGE WAS SUBSTITUTION OF "LAND CLEARING UNITS" FOR MILLING EQUIPMENT. (LAND CLEARING UNITS WERE TO BE PURCHASED UTILIZING BRITISH LOAN BUT CERTAIN UNSPECIFIED COMPLICATIONS AROSE AND IT WAS DECIDED TO MAKE THE PURCHASE UTILIZING US LOAN.)

2. GRZ SPECIFIED CATERPILLAR EQUIPMENT IN THE LETTER AND ASKED FOR A VISIT BY CATERPILLAR REPS. AS DEPARTMENT AWARE, TERMS OF LOAN REQUIRE COMPETITIVE BIDDING PROCESS AND EMBASSY INFORMED GRZ THAT WHILE EQUIPMENT WOULD BE ELIGIBLE FOR PURCHASE, AID WOULD HAVE TO APPROVE DESIGNATION OF CATERPILLAR EQUIPMENT IF TENDER PROCESS TO BE WAIVED. FYI: LOCAL REPRESENTATIVES OF FIAT ALLIS, GM TERREX, AND INTERNATIONAL HARVESTER HAVE ALREADY APPROACHED EMBASSY SEEKING INFO ON COMMODITIES TO BE PURCHASED UNDER THE LOAN. END FYI.

3. MAZEMBE TRACTOR COMPANY, ZAMBIA AGENT FOR CATERPILLAR HAS ALSO BEEN INFORMED OF GRZ INTEREST AND HAS BEEN ADVISED OF TENDER PROCESS REQUIREMENT.

4. SUPPLY ADVISOR FROM REDSO NAIROBI PLANS VISIT TO LUSAKA WEEK OF DECEMBER 13 AND HAS BEEN MADE AWARE OF BOTH GRZ SPECIFICATION

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PAGE 02 LUSAKA 03287 091342Z

OF CATERPILLAR AND INTEREST OF OTHER US MANUFACTURERS. GRZ HAS

BEEN ADVISED THAT AID DETERMINATION TO WAIVE TENDER PROCESS IN FAVOR OF CATERPILLAR IS NECESSARY BEFORE CONTRACT CAN BE APPROVED AND THAT REDSO SUPPLY ADVISOR WILL BE PREPARED TO DISCUSS THE ISSUE DURING VISIT NEXT WEEK. GRZ HAS NOT INDICATED IT OBJECTS TO TENDER PROCESS REQUIREMENT FOR THIS EQUIPMENT BUT HAS ASSIGNED TOP PRIORITY TO PROCUREMENT OF THESE UNITS.

5. WILL ADVISE OUTCOME OF DISCUSSION WITH REDSO SUPPLY ADVISOR AND WHETHER OR NOT GRZ WILL SEEK WAIVER IN FAVOR OF CATERPILLAR.
LOW

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Message Attributes

Automatic Decaptioning: X
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Draft Date: 09 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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